

3 Year Sales Forecast

Pro Forma Profit and Loss

	YEAR 1	YEAR 2	YEAR 3
Net Sales	\$909,277	\$1,000,205	\$1,100,225
Direct Cost of Sales	\$272,783	\$300,061	\$330,068
Other Costs of Sales	\$27,278	\$30,006	\$33,007
Total Cost of Sales	\$300,061	\$330,068	\$363,074
Gross Margin	\$609,216	\$670,137	\$737,151
Gross Margin %	64.00%	67.00%	67.00%
EXPENSES			
Labor	\$163,670	\$180,037	\$198,041
Marketing Fee	\$18,186	\$20,004	\$22,005
Depreciation	\$10,000	\$10,000	\$10,000
Rent (need yearly total)	\$30,000	\$40,320	\$40,320
Utilities (need projected yearly cost)	\$4,000	\$4,200	\$4,410
Insurance (need yearly cost)	\$3,000	\$3,150	\$3,308
Payroll Taxes	\$18,186	\$20,004	\$22,005
Phone/Internet/TV/Fax (Need Yearly Cost)	\$1,128	\$1,128	\$1,184
Royalty Fees	\$45,464	\$50,010	\$55,011
Maintenance (need projected yearly maintenance)	\$1,000	\$1,050	\$1,103
Dumpster/Grease Trap (need yearly cost)	\$500	\$515	\$530
Chamber of Commerce Dues (need yearly cost)	\$1,000	\$1,000	\$1,000
Accountant/Bookkeeper (provide cost if utilized if not put \$0)	\$500	\$515	\$530
Payroll Service (provide cost if utilized if not put \$0)	\$500	\$515	\$530
Vehicle Maintenance	\$950	\$979	\$1,008
Vehicle Fuel	\$2,000	\$2,060	\$2,122
Pest Control	\$550	\$550	\$550
Total Operating Expenses	\$290,633	\$326,037	\$353,656
Operating Earnings (EBIT)	\$308,583	\$334,100	\$373,495
EBITDA	\$318,583	\$344,100	\$383,495
Interest Expense			
Taxes Incurred	\$69,932	\$75,714	\$84,642
Net Profit	\$238,651	\$258,386	\$288,853
Net Profit/Sales	26.25%	25.83%	26.25%
Break Even Point	4,327,409,129		

EXHIBIT